

FORESTRY



FOREST PRODUCTS SUMMARY

In 1999, Tennessee's forest resources produced sawlogs to manufacture approximately 959.8 million board feet of hardwood products (lumber, crossties, handle blanks, etc.) and approximately 155.6 million board feet of softwood lumber. This level of production continues to place Tennessee near the top among hardwood lumber producing States. In addition to sawlog production, Tennessee produced approximately 883,600 cords of hardwood pulpwood and approximately 708,900 cords of softwood pulpwood. The 1999 forest survey indicates that almost 55 percent of the total land area in Tennessee is forested, approximately 14.4 million acres. Nonindustrial private individuals own 11.0 million acres, the largest ownership category. The ten leading counties in timber volume and lumber production in 1999 were as follows:

Growing Stock	Million Cu. Ft.	Lumber Production	Million Bd. Ft. ¹
Cumberland	587.8	Hardeman	49.3
Wayne	573.9	Macon	46.8
Morgan	544.5	White	41.0
Monroe	528.3	McNairy	37.9
Hickman	527.1	Henry	37.4
Scott	506.9	Johnson	35.7
Campbell	480.2	Overton	32.2
Polk	426.4	Montgomery	31.6
Marion	409.4	Dickson	26.9
Fentress	393.7	Franklin	26.6

¹ Estimated.

Source: Tennessee Forestry Division.

WOOD-USING INDUSTRIES IN TENNESSEE

Forest industries are classified as Primary and Secondary. Primary industries are those which buy roundwood (logs, pulpwood, handle bolts, and etc.) and break it down into lumber, chips, handle blanks, and etc. Secondary industries are those firms which

use a product from a primary industry and further manufacture it into a more finished product (furniture plants, flooring plants, charcoal plants, and etc.). Below are tables showing active primary and secondary numbers over the past years.

PRIMARY INDUSTRIES

Year	Number of Active Firms	Number of Employees
1950	2,789	¹
1961	1,135	¹
1971	546	9,725
1980	718	10,487
1984	598	9,284
1990	534	7,097
1991	515	7,359
1992	524	4,344
1993	518	4,362
1994	558	4,417
1995	566	4,730
1996	549	4,502
1997	543	4,773
1998	541	4,437
1999 ³	540	4,162

SECONDARY INDUSTRIES

Year	Number of Active Firms	Number of Employees
1970	406	25,325
1979	625	31,801
1984	597	33,509
1989	586	41,332
1995	476	35,432
1996	²	²
1997	²	²
1998	²	²
1999	²	²

¹ Not available. ² Not available until late 2000. ³ Estimated.

Source: U.S. Forest Service, Tennessee Valley Authority, and Tennessee Forestry Division.

SELECTED TENNESSEE FOREST STATISTICS, 1948-1999

Year	Commercial Forest Acreage	Sawtimber Volume (All Species)	Growing Stock Volume (All Species)	Net Annual Growth of Growing Stock (All Species)	Annual Removal of Growing Stock	Annual Growth to Removal Ratio	Number of Active Sawmills
	Million Acres	Million Bd. Ft.	Million Cu. Ft.	Million Cu. Ft.	Million Cu. Ft.		
1948-50	12.35	16,240.0	5,728.5	285.5	252.3	1.1:1	2,789
1961	13.43	20,081.8	7,209.4	322.1	207.7	1.5:1	1,135
1971	12.82	26,640.2	10,395.8	509.1	216.4	2.3:1	546
1980	12.88	38,897.3	12,805.2	511.4	213.7	2.4:1	718
1989	13.27	53,613.6	16,682.7	637.4	219.4	2.9:1	579
1999	13.97	72,795.8	22,456.4	743.0	380.0	2.0:1	540

Source: U.S. Forest Service.

STATEWIDE TIMBER HARVEST AND AVERAGE DELIVERED PRICES, 1989-1999 ¹

Year	Hardwood Sawlogs		Softwood Sawlogs		Hardwood Pulpwood		Softwood Pulpwood	
	Volume ²	Avg. Price ³	Volume ²	Avg. Price ³	Volume ⁴	Avg. Price ⁵	Volume ⁴	Avg. Price ⁵
	Million Board Feet	Dollars Per 1,000	Million Board Feet	Dollars Per 1,000	1,000 Cords	Dollars Per Cord	1,000 Cords	Dollars Per Cord
1989	668.0	242.67	102.7	149.00	396.8	33.93	600.7	37.80
1990	635.1	251.68	72.1	166.67	384.3	34.56	716.4	38.09
1991	589.6	255.24	82.9	157.17	407.1	36.05	743.2	38.35
1992	628.3	274.72	100.0	171.25	463.4	37.58	564.5	38.42
1993	671.9	335.54	94.6	186.92	538.6	40.54	599.8	39.54
1994	676.5	353.20	98.3	206.00	630.6	44.94	521.3	42.46
1995	690.2	350.27	67.2	218.08	841.6	42.73	617.9	43.66
1996	696.8	348.27	98.8	202.67	837.7	43.53	682.2	49.00
1997	720.5	388.12	99.3	245.33	924.3	47.06	700.3	51.84
1998	719.9	401.75	116.8	276.17	874.8	54.97	701.9	60.86
1999	727.1 ⁶	363.12	117.9 ⁶	273.08	883.6 ⁶	51.00	708.9 ⁶	55.77

¹ Price received at delivery point (i.e., sawmill, pulpmill, etc.). ² Million board feet, Doyle Rule. ³ Price per 1,000 board feet, Doyle Rule. ⁴ Standard cords.

⁵ Price per standard cord. ⁶ Estimated.

Source: Tennessee Forestry Division.

STATEWIDE INCOME FROM SALE OF TIMBER, 1989-1999

Year	Hardwood Sawtimber	Softwood Sawtimber	Hardwood Pulpwood	Softwood Pulpwood	Total Sales
	Million Dollars				
1989	162.10	15.30	13.46	22.71	213.57
1990	159.84	12.02	13.28	27.29	212.43
1991	150.49	13.03	14.68	28.50	206.70
1992	172.61	17.13	17.41	21.69	228.84
1993	225.45	17.68	21.83	23.72	288.68
1994	238.94	20.25	28.34	22.13	309.66
1995	241.76	14.65	35.96	26.98	319.35
1996	242.67	20.02	36.47	33.43	332.59
1997	279.64	24.36	43.50	36.30	383.80
1998	289.22	32.26	48.09	42.72	412.29
1999 ¹	264.02	32.20	45.06	39.54	380.82

¹ Estimated.

Source: Tennessee Forestry Division.

AREA OF TIMBERLAND BY COUNTY AND OWNERSHIP CLASS, TENNESSEE COUNTIES, 1999

County	All Classes	Ownership class						
		National Forest	Misc. Federal	State	County & Municipal	Forest Industry	Nonindustrial private	
							Corporate	Individual
1,000 Acres								
Anderson	125.0	---	6.1	---	---	21.4	48.8	48.6
Bedford	93.0	---	---	---	---	6.4	---	86.6
Benton	178.6	---	15.6	3.0	---	7.6	12.2	140.2
Bledsoe	170.8	---	---	17.8	---	39.6	28.6	84.8
Blount	133.2	---	---	---	---	5.8	5.8	121.7
Bradley	107.6	---	---	---	---	14.8	---	92.8
Campbell	242.7	---	13.5	60.4	---	56.8	62.1	49.9
Cannon	98.2	---	---	6.2	---	---	---	91.9
Carroll	201.5	---	---	12.9	---	17.8	6.6	164.2
Carter	152.3	70.6	---	---	---	---	---	81.7
Cheatham	130.7	---	---	22.2	---	---	7.2	101.3
Chester	102.2	---	---	10.2	---	20.3	5.3	66.5
Claiborne	183.6	---	1.2	---	---	68.1	---	114.2
Clay	105.5	---	---	---	---	---	8.2	97.3
Cocke	179.7	48.5	---	---	---	5.8	5.8	119.5
Coffee	126.5	---	12.7	5.7	---	---	13.2	94.9
Crockett	17.2	---	---	---	---	---	---	17.2
Cumberland	320.1	---	---	49.4	11.7	43.5	11.7	203.9
Davidson	135.1	---	4.7	1.6	12.5	---	20.2	96.3
Decatur	148.3	---	6.5	---	---	11.9	---	129.9
DeKalb	121.8	---	15.0	---	0.3	---	8.3	98.1
Dickson	184.1	---	---	1.5	---	---	7.6	175.0
Dyer	48.6	---	1.4	7.3	10.4	7.3	7.3	14.7
Fayette	187.2	---	---	---	---	---	35.1	152.1
Fentress	208.5	---	---	11.2	---	39.2	49.1	109.0
Franklin	196.3	---	11.2	11.4	---	47.1	8.5	118.1
Gibson	74.5	---	8.2	7.1	---	---	---	59.2
Giles	199.0	---	---	---	---	12.3	5.4	181.3
Grainger	108.5	---	---	---	---	---	---	108.5
Greene	145.5	33.8	---	3.8	---	---	5.0	103.0
Grundy	153.8	---	---	16.6	0.4	33.4	5.5	97.9
Hamblen	34.4	---	---	---	---	---	7.6	26.8
Hamilton	177.9	---	6.2	6.2	3.1	12.1	12.3	138.1
Hancock	105.0	---	---	---	---	---	---	105.0
Hardeman	275.9	---	---	6.2	---	12.5	22.9	234.3
Hardin	228.9	---	---	12.5	---	7.3	19.8	189.2
Hawkins	183.6	---	4.1	---	5.8	---	16.1	157.6
Haywood	97.5	---	---	---	---	---	3.1	94.4
Henderson	175.0	---	14.9	16.2	---	---	---	144.0
Henry	155.3	---	10.5	---	---	5.4	11.3	128.2
Hickman	318.9	---	---	---	---	82.4	5.5	231.1
Houston	88.4	---	1.7	---	---	6.7	---	80.1
Humphreys	235.1	---	---	---	---	6.3	19.7	209.1
Jackson	138.0	---	5.4	---	---	5.4	---	127.1
Jefferson	54.0	---	---	---	---	---	9.5	44.5
Johnson	136.3	50.3	---	---	---	---	22.8	63.1
Knox	108.4	---	---	---	---	---	10.6	97.8
Lake	25.2	---	—	10.3	---	---	---	14.9
Lauderdale	92.6	---	33.3	---	---	8.3	---	51.0

(continued)

AREA OF TIMBERLAND BY COUNTY AND OWNERSHIP CLASS, TENNESSEE COUNTIES, 1999

(continued)

County	All Classes	Ownership class						
		National Forest	Misc. Federal	State	County & Municipal	Forest Industry	Nonindustrial private	
							Corporate	Individual
1,000 Acres								
Lawrence	191.1	---	---	18.3	---	24.0	6.5	142.3
Lewis	151.0	---	2.0	5.9	---	50.2	---	92.9
Lincoln	162.8	---	---	---	---	---	---	162.8
Loudon	48.9	---	7.7	---	---	5.1	3.9	32.2
Macon	89.2	---	---	---	---	---	---	89.2
Madison	148.4	---	---	5.2	---	---	13.2	129.9
Marion	256.1	---	---	23.5	---	25.5	36.1	171.1
Marshall	97.6	---	---	---	---	---	2.6	95.0
Maury	182.9	---	8.6	---	---	---	25.7	148.7
McMinn	136.4	3.5	---	0.2	---	35.5	6.7	90.5
McNairy	215.0	---	---	5.4	---	38.1	5.4	166.0
Meigs	76.0	---	6.0	---	---	17.5	---	52.5
Monroe	281.7	118.6	12.5	12.5	---	7.1	14.3	116.6
Montgomery	168.1	---	38.8	---	---	6.5	12.9	110.0
Moore	36.0	---	---	---	---	---	4.8	31.2
Morgan	281.7	---	---	28.2	---	12.2	71.9	169.4
Obion	87.0	---	5.9	---	---	---	7.6	73.4
Overton	169.5	---	6.8	13.6	---	13.6	6.8	128.8
Perry	229.0	---	6.2	---	---	89.3	6.2	127.4
Pickett	68.2	---	7.8	13.1	---	---	---	47.3
Polk	214.2	131.5	---	---	---	7.8	5.8	69.1
Putnam	159.0	---	7.0	---	---	---	19.0	132.9
Rhea	135.4	---	---	4.1	---	43.8	7.6	79.9
Roane	168.8	---	25.4	6.3	---	5.2	5.2	126.8
Robertson	70.9	---	---	---	---	---	16.2	54.6
Rutherford	155.5	---	11.6	---	---	---	17.5	126.4
Scott	255.4	---	---	11.1	---	50.1	38.9	155.3
Sequatchie	130.8	---	---	---	---	37.9	32.5	60.3
Sevier	163.4	---	---	---	---	---	9.5	153.9
Shelby	127.1	---	---	17.5	11.7	---	---	97.9
Smith	108.6	---	5.0	---	---	---	4.8	98.8
Stewart	217.7	---	64.1	---	---	56.4	6.3	91.0
Sullivan	142.2	36.7	11.2	1.4	5.6	---	5.6	81.8
Sumner	115.5	---	---	---	---	---	6.5	109.1
Tipton	70.6	---	---	---	---	---	---	70.6
Trousdale	25.6	---	---	---	---	---	---	25.6
Unicoi	95.3	49.0	---	2.6	2.6	---	---	41.1
Union	99.1	---	10.1	18.8	---	---	---	70.3
Van Buren	138.8	---	---	12.1	---	70.5	5.6	50.7
Warren	120.8	---	---	---	---	---	6.2	114.6
Washington	63.7	14.3	---	---	---	---	---	49.5
Wayne	381.9	---	---	---	---	149.7	13.3	218.9
Weakley	86.7	---	---	---	---	13.1	12.3	61.3
White	122.1	---	5.7	---	---	28.3	17.0	71.1
Williamson	168.8	---	6.4	---	4.8	---	6.4	151.3
Wilson	140.5	---	3.2	19.2	---	---	12.8	105.3
TOTAL	13,965.0	556.8	424.1	518.6	68.7	1,393.0	1,002.4	10,001.5

Source: U.S. Forest Service.



INTERNATIONAL TRADE

INTRODUCTION

Under present methods of statistical measurement, determining the amount of Tennessee's agricultural production that is actually sold abroad is not possible. No reliable system of reporting this information has yet been developed, and no official series of data exists.

USDA's Economic Research Service (ERS) publishes estimates of U.S. agricultural export contributions by states on a fiscal year basis (October-September). See following page. These estimates are prepared by major commodity groups and usually are based on the assumption that, for each commodity, a state contributes the same export share as its share of production. However, where obvious distortions exist, this procedure is amended. To keep data manageable, ERS limits exports only to states that collectively account for 90 percent of a given commodity's output. They also assume that a state would export only if it had an apparent surplus. They further assume that, although this method could eliminate some exporting states, it is more likely that large exporters would be sufficiently credited. Thus, for Tennessee, ERS no longer publishes estimates for feed grains, fruits, nuts, rice, peanuts, or sunflowers, and no allowance is made for them in the "other" category.

1999 U. S. AGRICULTURAL EXPORT VALUES DECLINE

U.S. agricultural exports for January-December 1999 were \$48.3 billion, 7 percent and \$3.5 billion below 1998's value. More than half of the \$3.5 billion decline in total export value in calendar year 1999 was due to lower bulk commodity exports, which declined by almost \$2 billion from 1998. High-value exports, which were almost twice as large as bulk exports in 1999, fell 5 percent, or by \$1.6 billion. Cotton exports, in value and volume, declined the most among bulk commodities, and only corn gained from 1998.

With the largest export value among bulk commodities, corn shipments amounted to almost \$5 billion in calendar year 1999, a gain of \$500 million from 1998. Volume shipments were 52 million metric tons (mmt), up almost 11 mmt. Export volume increased at a higher rate than the export value due to an 11 percent decline in corn prices from 1998. Corn prices at U.S. Gulf ports averaged \$2.29 per bushel in 1999, the lowest since falling below \$2 in 1987. Most export gains were in Egypt, South Korea, and Taiwan.

Soybean exports of \$4.5 billion in 1999 are the next largest in sales among bulk commodities. This value, however, is \$318 million less than in 1998 despite a 14-percent rise in volume shipments to 23 mmt. A \$45 drop in price per metric ton from 1998 is the reason for the lower export value. The \$200 average price per metric ton in 1999 is the lowest over the past two decades. Export gains were largest in Taiwan and Southeast Asia.

Wheat exports in 1999 were valued at more than \$3.5 billion, a 4 percent fall from 1998. Because volume shipments of 28 mmt were up 5 percent, lower wheat prices were responsible for the decline in value. The average price for wheat was only \$3.05 per bushel in 1999, 11 percent below 1998 prices and equal to 1987 prices. The only major market where wheat exports increased was Russia, the principal recipient of U.S. food aid last year.

Exports of cotton totaled less than \$1.0 billion in 1999, in sharp contrast to the more than \$2.5 billion in 1998. The drop in cotton export value is attributed only in part to lower export prices. Cotton prices in 1999 were the lowest since 1986, and 21 percent below 1998. The primary reasons for the export drop include the 25 percent fall in 1998 U.S. production due to drought, the suspension of Step 2 payments to U.S. cotton farmers, and competition from China. Unlike the other bulk exports, the volume of cotton shipments also fell by over 900,000 metric tons.

Exports of high-value products decreased in value from 1998. While the 5 percent decline is only half the 10 percent fall in bulk export value, the earnings declines are not much different. By far, poultry exports registered the largest retreat in value, followed by nuts, feeds, and hides. Lower worldwide demand due to currency devaluations is partly responsible. Asia, Latin America, and Europe shared almost equally in lower U.S. sales. Red meats posted the largest export gains (up \$311 million), followed by vegetables (up \$75 million), then sugar (up \$50 million).

Exports in 1999 boosted the U.S. economy. Production from more than a third of U.S. cropland moved into export channels. Each dollar in agricultural export earnings in 1998 generated another \$1.30 in supporting activities for a total of \$120 billion. An estimated 808,000 full-time jobs, including 488,000 in the nonfarm sector, were related to agricultural exports in 1998.

Source: *U.S. Agricultural Trade Update*, Economic Research Service, February 29, 2000.

AGRICULTURAL EXPORTS: TENNESSEE AND UNITED STATES, FISCAL YEAR ENDING SEPTEMBER 30, 1997-1999

Commodity	Tennessee			United States		
	1997	1998	1999	1997	1998	1999
Million Dollars						
Soybeans & Products	149.7	136.9	83.7	9,253.6	9,020.3	6,530.3
Tobacco, Unmanufactured	108.2	85.8	84.6	1,611.6	1,447.9	1,375.5
Cotton & Linters	96.8	87.3	49.0	2,737.3	2,537.3	1,323.4
Cottonseed & Products	4.1	3.8	2.4	110.4	102.6	61.8
Wheat & Products	56.8	36.1	38.6	4,331.1	3,964.3	3,930.7
Feed Grains & Products	-----	-----	-----	8,447.6	6,342.9	6,805.6
Live Animals & Meat(Excluding	25.0	26.5	22.2	5,319.3	5,421.7	5,334.5
Fats, Oils, & Greases	1.2	1.4	0.9	542.9	655.2	561.1
Poultry & Products	38.6	36.5	30.8	2,882.9	2,720.6	2,056.1
Hides & Skins	2.2	2.1	0.9	1,693.2	1,358.3	1,108.5
Vegetables & Preparations	3.6	4.0	4.0	4,081.0	4,167.9	4,245.2
Dairy Products	11.3	11.0	8.7	868.7	925.1	897.5
Fruits & Preparations ¹	-----	-----	-----	3,418.2	3,217.9	3,282.0
Tree Nuts	-----	-----	-----	1,280.0	1,213.2	1,074.8
Feeds & Fodders	16.8	15.7	20.6	1,811.2	1,721.3	1,673.4
Seeds	0.9	0.9	1.0	912.9	827.3	799.7
Other ²	39.7	37.5	34.9	8,063.3	8,086.4	8,042.0
All Commodities ³	554.8	485.6	382.3	57,365.1	53,730.2	49,102.1

¹For 1999, apples & apple juice assumed to equal to 1998, since 1999 production data has not yet been released.

²Mainly confectionery, nursery and greenhouse, rice, sunflower seeds and oils, peanuts and products, essential oils, beverages, excluding juice, and other miscellaneous animal and vegetable products. ³Totals may not add due to rounding.

Source: *Foreign Agricultural Trade of the United States*, Economic Research Service, U. S. Department of Agriculture, July 2000.

VALUE OF U.S. FOREIGN TRADE AND TRADE BALANCE, CALENDAR YEARS, 1979-1999

Year	U.S. Exports ¹				U.S. Imports ²				Trade Balance		
	Agri-cultural	Non Agri-cultural	Total ³	Percent Agri-cultural	Agri-cultural	Non Agri-cultural	Total ³	Percent Agri-cultural	Agri-cultural	Non Agri-cultural	Total ³
	Million Dollars			Percent	Million Dollars			Percent	Million Dollars		
1979	34,749	143,842	178,591	19	16,724	189,126	205,850	8	18,025	- 45,284	- 27,259
1980	41,233	175,359	216,592	19	17,366	226,611	243,977	7	23,867	- 51,252	- 27,385
1981	43,339	185,622	228,961	19	16,772	242,240	259,012	6	26,567	- 56,618	- 30,051
1982	36,627	170,531	207,158	18	15,341	226,999	242,340	6	21,286	- 56,468	- 35,182
1983	36,099	159,870	195,969	18	16,530	240,150	256,680	6	19,569	- 80,280	- 60,711
1984	37,804	174,253	212,057	18	19,334	303,656	322,990	6	18,470	- 129,403	- 110,933
1985	29,041	177,884	206,925	14	19,968	323,584	343,552	6	9,073	- 145,700	- 136,627
1986	26,217	183,330	209,547	13	21,440	347,217	368,657	6	4,777	- 163,887	- 159,110
1987	28,709	215,150	243,859	12	20,402	381,664	402,066	5	8,307	- 166,514	- 158,207
1988	37,126	270,888	308,014	12	20,951	416,189	437,140	5	16,175	- 145,301	- 129,126
1989	40,112	307,415	347,527	12	21,886	446,476	468,362	5	18,226	- 139,061	- 120,835
1990	39,517	335,676	375,193	11	22,910	468,065	490,975	5	16,607	- 132,389	- 115,782
1991	39,365	361,421	400,786	10	22,864	460,164	483,028	5	16,501	- 98,743	- 82,242
1992	43,132	389,137	432,269	10	24,790	500,470	525,260	5	18,342	- 111,333	- 92,991
1993	42,911	396,329	439,240	10	25,165	549,698	574,863	4	17,746	- 153,369	- 135,623
1994	46,244	436,402	482,646	10	27,074	630,212	657,286	4	19,170	- 193,810	- 174,640
1995	56,348	491,813	548,161	10	30,336	709,256	739,592	4	26,012	- 217,443	- 191,431
1996	60,445	524,207	584,652	10	33,655	761,634	795,289	4	26,790	- 237,427	- 210,637
1997	57,245	587,784	645,029	9	36,300	826,126	862,426	4	20,945	- 238,342	- 217,397
1998	51,829	584,626	636,455	8	37,073	868,637	905,710	4	14,756	- 284,011	- 269,255
1999	48,299	593,890	642,189	8	37,865	979,571	1,017,436	4	10,434	- 385,681	- 375,247

¹Agricultural products exclude re-exports. Nonagricultural and totals include re-exports and undocumented exports to Canada.

²Imports for consumption (custom value).

³Totals may not add due to rounding.

Source: *Foreign Agricultural Trade of the United States*, Economic Research Service, U.S. Department of Agriculture, July 2000.

CROP PRODUCTION CASH COSTS AND RETURNS PER PLANTED ACRE, BY REGIONS, 1998¹

Cotton ²		Soybeans ²	
Item	Dollars	Item	Dollars
Gross Value of Production:		Gross Value of Production:	
Cotton	464.75	Soybeans	143.50
Cottonseed	64.97		143.50
Total, Gross Value of Production	529.72	Total, Gross Value of Production	
Operating Costs:		Operating Costs:	
Seed	21.11	Seed	21.57
Fertilizer	39.85	Fertilizer	7.81
Chemicals	91.75	Chemicals	25.81
Custom Operations	15.14	Custom Operations	4.98
Fuel, Lube, and Electricity	21.23	Fuel, Lube, and Electricity	8.27
Repairs	34.96	Repairs	12.92
Interest on Operating Capital	6.73	Interest on Operating Capital	1.95
Ginning	56.93	Soil Conditioners	0.06
		Manure	0.06
Total, Operating Costs	287.70	Total, Operating Costs	83.43
Allocated Overhead:		Allocated Overhead:	
Hired Labor	42.05	Hired Labor	5.62
Opportunity Cost of Unpaid Labor	23.82	Opportunity Cost of Unpaid Labor	14.58
Capital Recovery of Machinery & Equip.	116.78	Capital Recovery of Machinery & Equip.	63.55
Opportunity Cost of Land (Rental Rate)	49.94	Opportunity Cost of Land (Rental Rate)	55.49
Taxes and Insurance	14.63	Taxes and Insurance	5.82
General Farm Overhead	15.72	General Farm Overhead	9.50
Total, Allocated Overhead	262.94	Total, Allocated Overhead	154.56
Total Costs Listed	550.64	Total Costs Listed	237.99
Value of Production Less Total Costs Listed	-20.92	Value of Production Less Total Costs Listed	-94.49
Value of Production Less Operating Costs	242.02	Value of Production Less Operating Costs	60.07
Cotton:			
Yield: Pounds per Planted Acre	715		
Price: Dollars per Pound	0.65		
Cottonseed:		Soybeans:	
Yield: Pounds per Planted Acre	1,088	Yield: Bushels per Planted Acre	25
Price: Dollars per Pound	0.06	Price: Dollars per Bushel	5.74

¹ Excludes direct Government payments. Includes both operator and landlord costs and returns. ² Cotton and Soybeans are both in the Mississippi Portal region which includes portions of Tennessee, Arkansas, Mississippi, and Louisiana.

Source: *Economic Research Service*, U.S. Department of Agriculture, December 1999.

CROP PRODUCTION CASH COSTS AND RETURNS PER PLANTED ACRE, BY REGIONS, 1998¹

Corn ²		Wheat ³	
Item	Dollars	Item	Dollars
Gross Value of Production:		Gross Value of Production:	
Corn grain	241.68	Wheat	120.35
		Wheat Straw	5.38
Total, Gross Value of Production	241.68	Total, Gross Value of Production	125.73
Operating Costs:		Cash Expenses:	
Seed	22.93	Seed	14.74
Fertilizer	51.85	Fertilizer, Lime and Gypsum	33.65
Chemicals	31.63	Chemicals	7.29
Custom Operations ⁴	6.43	Custom Operations	7.60
Fuel, Lube, and Electricity	16.27	Fuel, Lube, and Electricity	5.25
Repairs	15.44	Repairs	10.93
Interest on Operating Capital	3.52	Hired Labor	8.31
Soil Conditioners	1.66	Other Variable Cash Expenses ⁵	0.34
Manure	0.48	Total, Variable Cash Expenses	88.11
Total, Operating Costs	150.21	General Farm Overhead	3.89
		Taxes and Insurance	12.63
Allocated Overhead:		Interest	4.48
Hired Labor	2.75	Total, Fixed Cash Expenses	21.00
Opportunity Cost of Unpaid Labor	57.54	Total, Cash Expenses	109.11
Capital Recovery of Machinery & Equip.	70.40		
Opportunity Cost of Land (Rental Rate)	43.55	Gross Value of Production Less	
Taxes and Insurance	6.79	Cash Expenses	16.62
General Farm Overhead	11.29		
Total, Allocated Overhead	192.32	Economic (Full Ownership) Costs:	
Total Costs Listed	342.53	Variable Cash Expenses	88.11
Value of Production Less Total Costs Listed	-100.85	General Farm Overhead	3.89
Value of Production Less Operating Costs	91.47	Taxes and Insurance	12.63
		Capital Replacement	21.30
		Operating Capital	2.14
		Other Nonland Capital	10.31
		Land	21.60
		Unpaid Labor	7.37
		Total, Economic (Full Ownership) Costs	167.35
		Residual Returns to Management and Risk	
		Total, Operating Costs	-41.62
Corn:			
Yield: Bushels per Planted Acre	114	Yield: Bushels per Planted Acre	44.74
Price: Dollars per Bushel	2.12	Price: Dollars per Bushel	2.69

¹ Excludes direct Government payments. Includes both operator and landlord costs and returns. ² Corn is in the Eastern Upland region which includes portions of Tennessee, Kentucky, North Carolina, Mississippi, Virginia, West Virginia, Ohio and Pennsylvania. ³ Wheat remained part of the Southeast region which includes Tennessee, North Carolina, South Carolina, Alabama, Georgia, and Florida. ⁴ Cost of custom operations, technical services, and commercial drying. ⁵ Costs of purchased irrigation water and baling.

Source: *Economic Research Service*, U.S. Department of Agriculture, December 1999.

1999 TILLAGE SYSTEMS



Crop	Year	Total Acres Planted	No-Till ¹		Other Conservation Tillage ²		Conventional Till ³		Double-Cropped ⁴	
			Acres	% of Total ⁵	Acres	% of Total ⁵	Acres	% of Total ⁵	Acres	% of Total
Soybeans	1995	1,050,000	620,000	59.0	200,000	19.0	230,000	21.9	350,000	33.3
	1996	1,150,000	580,000	50.4	230,000	20.0	340,000	29.6	430,000	37.4
	1997	1,240,000	580,000	46.8	290,000	23.4	370,000	29.8	370,000	29.8
	1998	1,250,000	600,000	48.0	310,000	24.8	340,000	27.2	370,000	29.6
	1999	1,250,000	630,000	50.4	280,000	22.4	340,000	27.2	370,000	29.6
Corn	1995	640,000	320,000	50.0	160,000	25.0	160,000	25.0	50,000	7.8
	1996	740,000	330,000	44.6	180,000	24.3	230,000	31.1	30,000	4.1
	1997	700,000	260,000	37.1	230,000	32.9	210,000	30.0	35,000	5.0
	1998	700,000	320,000	45.7	210,000	30.0	170,000	24.3	40,000	5.7
	1999	630,000	340,000	54.0	180,000	28.6	110,000	17.5	40,000	6.3
Sorghum	1995	20,000	6,000	30.0	5,000	25.0	9,000	45.0	2,000	10.0
	1996	24,000	7,000	29.2	6,000	25.0	11,000	45.8	1,000	4.2
	1997	20,000	7,000	35.0	6,000	30.0	7,000	35.0	500	2.5
	1998	20,000	7,000	35.0	5,000	25.0	8,000	40.0	500	2.5
	1999	20,000	5,000	25.0	6,000	30.0	9,000	45.0	500	2.5
Cotton	1995	700,000	190,000	27.1	100,000	14.3	410,000	58.6	2,000	0.3
	1996	540,000	180,000	33.3	70,000	13.0	290,000	53.7	2,000	0.4
	1997	490,000	120,000	24.5	60,000	12.2	310,000	63.3	1,000	0.2
	1998	450,000	110,000	24.4	50,000	11.1	290,000	64.4	1,000	0.2
	1999	570,000	180,000	31.6	50,000	8.8	340,000	59.6	1,500	0.3
Wheat ⁶	1995	600,000	220,000	36.7	190,000	31.7	190,000	31.7	-----	----
	1996	600,000	200,000	33.3	170,000	28.3	230,000	38.3	-----	----
	1997	550,000	180,000	32.7	200,000	36.4	170,000	30.9	-----	----
	1998	570,000	160,000	28.1	200,000	35.1	210,000	36.8	-----	----
	1999	500,000	160,000	32.0	190,000	38.0	150,000	30.0	-----	----
Total	1995	3,010,000	1,356,000	45.0	655,000	21.8	999,000	33.2	404,000	13.4
	1996	3,054,000	1,297,000	42.5	656,000	21.5	1,101,000	36.1	463,000	15.2
	1997	3,000,000	1,147,000	38.2	786,000	26.2	1,067,000	35.6	406,500	13.6
	1998	2,990,000	1,197,000	40.0	775,000	25.9	1,018,000	34.0	411,500	13.8
	1999	2,970,000	1,315,000	44.3	706,000	23.8	949,000	32.0	412,000	13.9

¹ No-Till - A procedure whereby a crop is planted directly into a seedbed not tilled since harvest of a previous crop, or the planting of a crop into sod, previous crop stubble, or a cover where only the intermediate seed zone is disturbed.

² Other Conservation Tillage - Tillage practices prior to planting which result in a minimum of 30 percent ground cover or residue being retained on the surface following planting. Grass and weed control is accomplished primarily with herbicides. Includes ridge till, strip till, and mulch till.

³ Conventional Till - Systems where 100 percent of the surface layer is mixed or inverted by plowing, power tilling, or multiple disking.

⁴ Double-Cropped - Two crops harvested from the same field during one year. Example: small grain harvest spring 1999, followed by soybeans, corn or sorghum in the fall of 1999.

⁵ Sum of no-till, other conservation tillage and conventional till percents of total may not add to 100 percent due to rounding.

⁶ Wheat seeded the previous fall for all intended purposes including grain, cover, silage, hay or any other utilization.

1999 SOYBEAN DISTRICT ESTIMATES BY TILLAGE PRACTICE

Crop	District	Total Acres Planted	No-Till		Other Conservation Tillage		Conventional Till	
			Acres	% of Total	Acres	% of Total	Acres	% of Total
Soybeans	10	482,000	250,000	51.9	110,000	22.8	122,000	25.3
	20	512,000	230,000	44.9	130,000	25.4	152,000	29.7
	30	82,000	48,000	58.5	13,000	15.9	21,000	25.6
	40	87,000	57,000	65.5	17,000	19.5	13,000	14.9
	50	65,000	29,000	44.6	8,000	12.3	28,000	43.1
	60	22,000	16,000	72.7	2,000	9.1	4,000	18.2
	State	1,250,000	630,000	50.4	280,000	22.4	340,000	27.2

1999 CORN DISTRICT ESTIMATES BY TILLAGE PRACTICE

Corn	10	117,000	70,000	59.8	30,000	25.6	17,000	14.5
	20	252,000	125,000	49.6	65,000	25.8	62,000	24.6
	30	75,000	40,000	53.3	20,000	26.7	15,000	20.0
	40	80,000	50,000	62.5	25,000	31.2	5,000	6.2
	50	58,000	30,000	51.7	20,000	34.5	8,000	13.8
	60	48,000	25,000	52.1	20,000	41.7	3,000	6.2
	State	630,000	340,000	54.0	180,000	28.6	110,000	17.5

1999 SORGHUM DISTRICT ESTIMATES BY TILLAGE

Sorghum	10	5,600	1,600	28.6	2,700	48.2	1,300	23.2
	20	12,000	2,400	20.0	2,800	23.3	6,800	56.7
	30-60 ¹	2,400	1,000	41.7	500	20.8	900	37.5
	State	20,000	5,000	25.0	6,000	30.0	9,000	45.0

¹Includes Districts 30,40,50,60.

1999 COTTON DISTRICT ESTIMATES BY TILLAGE

Cotton	10	188,000	67,000	35.6	24,000	12.8	97,000	51.6
	20	367,000	110,000	30.0	24,000	6.5	233,000	63.5
	30-50 ¹	15,000	3,000	20.0	2,000	13.3	10,000	66.7
	60	0	0		0		0	
	State	570,000	180,000	31.6	50,000	8.8	340,000	59.6

¹Includes Districts 30,40,50.

1999 WHEAT DISTRICT ESTIMATES BY TILLAGE

Wheat	10	140,000	50,000	35.7	50,000	35.7	40,000	28.6
	20	205,000	75,000	36.6	86,000	42.0	44,000	21.5
	30	42,000	10,000	23.8	18,000	42.9	14,000	33.3
	40	45,000	11,000	24.4	19,000	42.2	15,000	33.3
	50	35,000	7,000	20.0	9,000	25.7	19,000	54.3
	60	33,000	7,000	21.2	8,000	24.2	18,000	54.5
	State	500,000	160,000	32.0	190,000	38.0	150,000	30.0

PRICES PAID



PRICES PAID BY FARMERS FOR PRODUCTION INPUTS: EAST SOUTH CENTRAL REGION,¹ APRIL 1, 1996-2000

Commodity and Unit	1996	1997	1998	1999	2000
Dollars Per Ton					
Commercial Fertilizer Mixtures					
5-10-15	172.00	163.00	167.00	166.00	165.00
5-20-20	196.00	185.00	190.00	193.00	182.00
6-12-12	167.00	159.00	156.00	164.00	159.00
10-10-10	156.00	148.00	145.00	140.00	144.00
Superphosphate, 44-46% P ₂ O ₅	254.00	244.00	250.00	252.00	230.00
Nitrate of Soda	259.00	266.00	276.00	274.00	256.00
Ammonium Nitrate	235.00	222.00	191.00	184.00	200.00
Urea, 44-46%	271.00	245.00	185.00	164.00	199.00
Muriate of Potash, 60-62% K ₂ O	159.00	153.00	167.00	174.00	173.00
Limestone, spread on field	21.90	20.70	21.00	22.30	22.60

¹ East South Central Region includes Tennessee, Kentucky, Louisiana, Mississippi, and Alabama.

FERTILIZER CONSUMPTION: TENNESSEE, 1989-1999¹

Year	Mixtures	Direct Application Materials	Total Fertilizer
Tons			
1989	291,782	468,623	760,405
1990	297,064	471,011	768,075
1991	306,391	441,539	747,930
1992	326,888	502,038	828,926
1993	326,718	485,567	812,285
1994	337,423	502,095	839,518
1995	338,518	530,622	869,140
1996	316,294	554,608	870,902
1997	336,714	564,434	901,148
1998	321,610	555,689	877,299
1999 ²	164,154	288,408	452,562

¹ Includes data from June 1 the previous year to May 31 of the current year. ² Includes data from June 1 the previous year to April 1, 1999.

Source: "Total Fertilizer Summary, Tennessee", Tennessee Department of Agriculture, Division of Marketing.

PRICES PAID BY FARMERS FOR SELECTED FEEDS: APPALACHIAN REGION,¹ APRIL 1, 1990-2000

Year	Bran	Cottonseed Meal (41%Protein)	Soybean Meal (44%Protein)	Hog Feed ² ³ (14-18% Protein)	Dairy Feed ² (16% protein)	Laying Feed	Broiler Grower
Dollars Per Cwt.				Dollars Per Ton			
1990	11.30	14.90	13.00	219	192	192	-----
1991	11.20	14.00	12.90	220	185	187	201
1992	11.30	13.50	13.30	233	183	200	209
1993	11.30	13.80	13.40	222	185	183	194
1994	11.30	14.40	14.80	237	192	209	237
1995	11.80	13.60	13.50	228	174	197	208
1996	13.60	16.30	16.60	268	211	243	264
1997	13.90	17.00	18.50	262	209	223	283
1998	13.80	15.90	17.10	255	185	214	284
1999	13.50	14.50	12.30	238	172	210	284
2000	13.20	15.30	13.00	236	174	204	269

¹ Appalachian Region includes Tennessee, Kentucky, North Carolina, Virginia, and West Virginia. ² Complete ration feed, fed without mixing or supplementation. ³ Excludes pig starter.

STATE STATISTICAL OFFICES

UNITED STATES DEPARTMENT OF AGRICULTURE NATIONAL AGRICULTURAL STATISTICS SERVICE

STATE	STATE STATISTICIAN	ADDRESS	TELEPHONE
ALABAMA	H. L. Vanderberry	P.O. Box 240578, Montgomery, AL 36124	(334) 279-3555
ALASKA	D. M. Mueller	P.O. Box 799, Palmer, AK 99645	(907) 745-4272
ARIZONA	W. N. Sherman	3003 N. Central Ave., Ste. 950, Phoenix, AZ 85012	(602) 280-8850
ARKANSAS	B. F. Klugh	P.O. Box 3197, Little Rock, AR 72203	(501) 296-9926
CALIFORNIA	H. J. Tippet	P.O. Box 1258, Sacramento, CA 95812	(916) 498-5161
COLORADO	R. R. Liles	P.O. Box 150969, Lakewood, CO 80215	(303) 236-2300
DELAWARE	T. W. Feurer	2320 S. Dupont Hwy., Dover, DE 19901	(302) 739-4811
FLORIDA	J. D. Witzig	P.O. Box 530105, Orlando, FL 32853	(407) 648-6013
GEORGIA	D. S. Abbe	Stephens Fed Bldg., Ste. 320, Athens, GA 30601	(706) 546-2236
HAWAII	D. A. Martin	P.O. Box 22159, Honolulu, HI 96823	(808) 973-2907
IDAHO	D. G. Gerhardt	P.O. Box 1699, Boise, ID 83701	(208) 334-1507
ILLINOIS	G. D. Kepley	P.O. Box 19283, Springfield, IL 62794	(217) 492-4295
INDIANA	R. W. Gann	1148 AGAD Bldg., Purdue Univ., W. Lafayette, IN 47907	(765) 494-8371
IOWA	J. K. Sands	210 Walnut St., Rm. 833, Des Moines, IA 50309	(515) 284-4340
KANSAS	E. J. Thiessen	P.O. Box 3534, Topeka, KS 66601	(785) 233-2230
KENTUCKY	L. E. Brown	P.O. Box 1120, Louisville, KY 40201	(502) 582-5293
LOUISIANA	A. D. Frank	P.O. Box 65038, Baton Rouge, LA 70896	(225) 922-1362
MARYLAND	R. Garibay	50 Truman Pkwy., Ste. 202, Annapolis, MD 21401	(410) 841-5740
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MONTANA	P. Stringer	301 S. Park Fed. Bldg., Drawer 10033, Helena, MT 59626	(406) 441-1240
NEBRASKA	D. G. Loos	P.O. Box 81069, Lincoln, NE 68501	(402) 437-5541
NEVADA	M. J. Owens	P.O. Box 8880, Reno, NV 89507	(702) 784-5584
NEW ENGLAND	A. R. Davis	P.O. Box 1444, Concord, NH 03302	(603) 224-9639
NEW JERSEY	V. Tolomeo	CN-330 New Warren St., Rm. 205, Trenton, NJ 08625	(609) 292-6385
NEW MEXICO	C. E. Gore	P.O. Box 1809, Las Cruces, NM 88004	(505) 522-6023
NEW YORK	S. C. Ropel	1 Winners Cr., Dept. of Ag. & Mkts., Albany, NY 12235	(518) 457-5570
NORTH CAROLINA	R. M. Murphy	P.O. Box 27767, Raleigh, NC 27611	(919) 856-4394
NORTH DAKOTA	L. W. Beard	P.O. Box 3166, Fargo, ND 58108	(701) 239-5306
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OKLAHOMA	B. L. Bloyd	P.O. Box 528804, Oklahoma City, OK 73152	(405) 522-6190
OREGON	H. K. Rowley	1220 S.W. Third Ave., Rm. 1735, Portland, OR 97204	(503) 326-2131
PENNSYLVANIA	M. Tosiano	2301 N. Cameron St., Rm. G-19, Harrisburg, PA 17110	(717) 787-3904
SOUTH CAROLINA	R. A. Graham	P.O. Box 1911, Columbia, SC 29202	(803) 765-5333
SOUTH DAKOTA	W. G. Hamlin	P.O. Box 5068, Sioux Falls, SD 57117	(605) 330-4235
TENNESSEE	G. W. Danekas	P.O. Box 41505, Nashville, TN 37204	(615) 781-5300
TEXAS	R. O. Roark	P.O. Box 70, Austin, TX 78767	(512) 916-5581
UTAH	D. J. Gneiting	P.O. Box 25007, Salt Lake City, UT 84125	(801) 524-5003
VIRGINIA	S. A. Manheimer	P.O. Box 1659, Richmond, VA 23218	(804) 771-2493
WASHINGTON	D. A. Hasslen	P.O. Box 609, Olympia, WA 98507	(360) 902-1940
WEST VIRGINIA	D. King	1900 Kanawha Blvd. E., Charleston, WV 25305	(304) 345-5958
WISCONSIN	R. J. Battaglia	P.O. Box 8934, Madison, WI 53708	(608) 224-4848
WYOMING	D. W. Coulter	308 W. 21st St., Cheyenne, WY 82001	(307) 732-5600

DIRECTORY OF COUNTY EXTENSION AND FSA OFFICES

COUNTY	COUNTY EXTENSION OFFICE		COUNTY FSA OFFICE	
	EXTENSION LEADER	TELEPHONE NO.	EXECUTIVE DIRECTOR	TELEPHONE NO.
ANDERSON	Marjorie W. Phillips	(865) 457-5400	Brenda Lynn	(865) 494-2343
BEDFORD	David H. Gordon	(931) 684-5971	Thomas Crockett	(931) 684-4197
BENTON	Jimmy J. Lumpkin	(901) 584-4601	Mark Hargis	(901) 584-8186
BLEDSON	Rodney H. Smith	(423) 447-2451	Donald Snow	(423) 447-2015
BLOUNT	Ralph A. Lovely	(865) 982-6430	combined with Monroe County	
BRADLEY	Kim Davis Frady	(423) 476-4552	Andrew Strike	(423) 472-5731
CAMPBELL	Lynn A. Pemberton (A)	(423) 562-9474	combined with Anderson County	
CANNON	T. Bruce Steelman	(615) 563-2554	Peggy Miller	(615) 563-4321
CARROLL	Steven R. Burgess	(901) 986-1976	Lyndle Barker	(901) 986-4473
CARTER	William Keith Hart, Jr.	(423) 542-1818	Jean Wilson (A)	(423) 542-2341
CHEATHAM	Marie B. Anglin	(615) 792-4420	Mike Turner	(615) 792-5161
CHESTER	J. Tommy Patterson	(901) 989-2103	combined with McNairy County	
CLAIBORNE	George M. Heiskell	(423) 626-3742	Kay Leach	(423) 626-3811
CLAY	J. Randall Kimes (A)	(931) 243-2311	combined with Jackson County	
COCKE	Sharon R. Shelton	(423) 623-7531	Leon Broyles	(423) 623-2281
COFFEE	Dean Northcutt	(931) 723-5141	Charles Smartt	(931) 728-2472
CROCKETT	Mike Smith	(901) 696-2412	Jim Stephenson	(901) 696-5537
CUMBERLAND	G. Roger Thackston,	(931) 484-6743	Kathy Hale	(931) 484-6520
DAVIDSON	Cherry L. Darken	(615) 862-5995	combined with Robertson County	
DECATUR	G. Steve Glass	(901) 852-2831	combined with Henderson County	
DEKALB	Stephen L. Officer	(615) 597-4945	Donnie Green	(615) 597-8225
DICKSON	Janet C. Cluck	(615) 446-2788	Tony Wallace	(615) 446-2449
DYER	Larry W. Skinner	(901) 286-7821	Roger Tanner	(901) 287-9224
FAYETTE	Virginia Walker (A)	(901) 465-5233	Shirley Redfearn	(901) 465-3694
FENTRESS	George M. Killgore	(931) 879-9117	Doyle Davis	(931) 879-7917
FRANKLIN	Mary Beth Henley	(931) 967-2741	Lester Hayes	(931) 967-2521
GIBSON	Larry D. Kimery	(901) 855-7656	Shawn Wortman	(901) 855-0023
GILES	James D. Taylor	(931) 363-3523	Mike Mayfield	(931) 363-2675
GRAINGER	Charles W. Cavin	(865) 828-3411	combined with Hamblen County	
GREENE	Stephen J. Hale	(423) 798-1710	Donald Gray	(423) 638-4771
GRUNDY	Jerry R. Walling	(931) 592-3971	combined with Coffee County	
HAMBLEN	Mannie Bedwell	(423) 586-6111	Larry Cabbage	(423) 586-0321
HAMILTON	Ray Burden Jr.	(423) 855-6113	Lawrence Steward	(423) 894-4712
HANCOCK	Raymond A. Morris	(423) 733-2526	combined with Hawkins County	
HARDEMAN	Robert T. Vickers	(901) 658-2421	Robert Smith	(901) 658-3227
HARDIN	Marcus F. McLemore	(901) 925-3441	Randy Carter	(901) 925-3831
HAWKINS	Thomas J. Bundy	(423) 272-7241	Gladys Dalton	(423) 272-7234
HAYWOOD	Timothy G. Roberts (A)	(901) 772-2861	Rickey English	(901) 772-1822
HENDERSON	Ron Blair	(901) 968-5266	J. D. Johnson	(901) 968-2416
HENRY	Ken J. Goddard	(901) 642-2941	Bobbie S. Fitzgerald	(901) 642-4522
HICKMAN	P. Troy Dugger	(931) 729-2404	Larry V. Leeper	(931) 729-2686
HOUSTON	Charles Jack Milton	(931) 289-3242	combined with Stewart County	
HUMPHREYS	Margaret M. Willis (A)	(931) 296-2543	Robert Bone	(931) 296-2531
JACKSON	N. Carolyn Fox	(931) 268-9437	Larry Spivey	(931) 268-0201
JEFFERSON	Billy J. Reed	(865) 397-2969	Sue Kerns	(865) 397-3151
JOHNSON	Thomas E. Fortune	(423) 727-8161	Jean Wilson	(423) 727-9744
KNOX	Harry D. Bryan	(865) 215-2340	John Austin	(865) 523-3338
LAKE	Gregory S. Allen	(901) 253-6528	W. T. Hime (A)	(901) 253-7532

(A) Acting County Leader or Director

DIRECTORY OF COUNTY EXTENSION AND FSA OFFICES

(Continued)

COUNTY	COUNTY EXTENSION OFFICE		COUNTY FSA OFFICE	
	EXTENSION LEADER	TELEPHONE NO.	EXECUTIVE DIRECTOR	TELEPHONE NO.
LAUDERDALE	Jerry Parker	(901) 635-9551	Charlene Vonderfecht	(901) 635-7686
LAWRENCE	Alton W. Jackson	(931) 762-5506	Mickey Allen	(931) 762-6913
LEWIS	Paula M. Spears	(931) 796-3091	combined with Hickman County	
LINCOLN	David Qualls	(931) 433-1582	John Bryan	(931) 438-2450
LOUDON	John Goddard	(865) 458-5612	combined with Roane County	
MACON	Steve E. Walker	(615) 666-3341	Kenneth Cothron	(615) 666-4015
MADISON	Sammy P. Elgin	(901) 668-8543	Betty Cooper	(901) 668-1544
MARION	Vicki S. Loftly	(423) 942-2656	Lynn Johnson	(423) 942-2244
MARSHALL	Ricky C. Skillington	(931) 359-1929	Randall Wilson	(931) 359-6268
MAURY	Richard E. Groce	(931) 388-9557	Randy Lochridge	(931) 388-1307
MCMINN	H. Timothy Woods	(423) 745-2852	Preston Hawkins (A)	(423) 745-6301
MCNAIRY	Ricky R. Mathenia	(901) 645-3598	Demovia Wolfe	(901) 645-5466
MEIGS	Clare C. Breeden	(423) 334-5781	combined with McMinn County	
MONROE	Robert L. Sliger	(423) 442-2433	Preston Hawkins	(423) 442-2202
MONTGOMERY	John D. Barte	(931) 648-5725	Mike Turner (A)	(931) 647-3362
MOORE	Larry L. Moorehead	(931) 759-7163	combined with Bedford County	
MORGAN	D. Kelly Amonett	(423) 346-3000	Carol LaRue	(423) 346-3770
OBION	Timothy R. Smith	(901) 885-3742	William T. Hime	(901) 885-0841
OVERTON	Eugene S. Medley	(931) 823-2735	Jerry Flowers	(931) 823-5506
PERRY	Richard S. Ritter	(931) 589-2331	combined with Hickman County	
PICKETT	Richard D. Daniel	(931) 864-3310	combined with Fentress County	
POLK	William D. Ledford	(423) 338-4503	combined with Bradley County	
PUTNAM	Jackie B. Donaldson	(931) 526-4561	Larry Spivey	(931) 528-6472
RHEA	Vacant	(423) 775-7807	Lawrence Steward	(423) 775-2272
ROANE	Paul T. McCallie	(865) 376-5558	Nancy Brackett	(865) 376-2392
ROBERTSON	Paul E. Hart	(615) 384-7936	Calvin Conner	(615) 382-9863
RUTHERFORD	Joe McKenzie	(615) 898-7710	Peggy Miller (A)	(615) 893-9295
SCOTT	Robert M. Mehlhorn	(423) 663-4777	combined with Morgan County	
SEQUATCHIE	Bonnie W. Fritch (A)	(423) 949-2611	combined with Marion County	
SEVIER	W. Alan Bruhin	(865) 453-3695	Mary Jane Collins	(865) 453-4664
SHELBY	Mike Dennison	(901) 544-0243	Phillip Coleman	(901) 544-0228
SMITH	David Glover	(615) 735-2900	Jerry Wilmore	(615) 735-9880
STEWART	Joseph Griffy	(931) 232-5682	Robert C. Stanfield	(931) 232-5458
SULLIVAN	Barbara C. Nelson	(423) 279-2723	Robert Earhart	(423) 323-7431
SUMNER	J. Wesley Myers	(615) 452-1423	Kenneth Cothron (A)	(615) 452-3838
TIPTON	Bobby G. Whitworth	(901) 476-0231	Glenn Zarecor	(901) 475-3350
TROUSDALE	Mark L. Beeler	(615) 374-2421	Judy Woodard	(615) 374-2436
UNICOI	Larry E. Archer	(423) 743-9584	combined with Washington County	
UNION	David S. Vandergriff	(865) 992-8038	combined with Claiborne County	
VAN BUREN	A. Scott Swoape (A)	(931) 946-2435	combined with White County	
WARREN	J. Dale Beaty	(931) 473-8484	Steve Stubblefield	(931) 473-2277
WASHINGTON	Katherine W. Long	(423) 753-1680	Perry Dykes	(423) 753-4441
WAYNE	Kenneth M. Burrese	(931) 722-3229	combined with Lawrence County	
WEAKLEY	Jeff Lannom	(901) 364-3164	Sam Dennison	(901) 364-3135
WHITE	Ella C. Johnson	(931) 836-3348	Jennifer Wilson	(931) 738-7822
WILLIAMSON	J. DeWayne Perry	(615) 790-5721	Betty Hampton	(615) 794-8488
WILSON	Jon M. Baker	(615) 444-9584	Jerry Wilmore (A)	(615) 444-1890

(A) Acting County Leader or Director

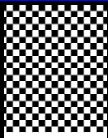
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